

NEW JERSEY MANUFACTURING EXTENSION PROGRAM



\$226 million in new and retained sales
\$39 million in new investments
2,620 jobs created or retained

New Jersey Manufacturing Extension Program, Inc. (NJMEP) is a not-for-profit organization that works with New Jersey's small to mid-sized businesses to help them improve their bottom-line while meeting and exceeding customer expectations.

Backed by National Institute of Standards and Technology (NIST), NJMEP has access to a vast number of both public and private resources and certified trainers with 20+ years of experience in business and industry. NJMEP cost saving strategies and growth initiatives such as Lean Manufacturing, and business process improvements based on 5S, Kanban, Kaizen, and Six Sigma principals are time-tested and proven. NJMEP has helped businesses in many sectors - manufacturing, healthcare, food, services, and government organizations - save an average of 20% of the time, effort, or costs associated with their business and manufacturing processes.

NJMEP's training processes and methodologies are designed to specifically meet the needs of manufacturers. NJMEP provides you with the training, tools, and know-how to continuously improve productivity, grow, and compete both locally and globally.

For more information, contact:



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* Impacts are based on clients receiving service in FY2009

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U.S. DEPARTMENT OF COMMERCE • NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY • MANUFACTURING EXTENSION PARTNERSHIP

CLIENT SUCCESS: RANGER INDUSTRIES

“The customized training that Ranger received has had a tremendous impact on our overall operations. Our company is in a stronger position now that our employees understand and continuously implement Lean Manufacturing concepts and our stock-outs have been minimized, which has enabled us to increase sales and revenue.”

Justin Russo, President
Ranger Industries

Ranger Industries Crafts a Plan to Continue Manufacturing in the USA

Ranger Industries is a manufacturer of supplies for the arts-and-crafts industry, including inkpads, glitter glue, and embossing powders. The family-owned business employs 65 people at its facility in Eastontown, New Jersey.

Situation:

Ranger Industries, which was operating two manufacturing facilities, was marginally profitable. Its expenses were soaring, and its competition was heading to cheaper environments overseas. Ranger's objective was to improve customer service levels, reduce inventory, provide faster order fulfillment, improve employee job satisfaction, remain competitive, and keep production stateside. The company had the creativity to develop new products but was hampered by production inefficiencies. Ranger contacted the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, for help.

Solution:

NJMEP transformed the company to a Lean operation by providing customized Lean training for Ranger's employees. With NJMEP's assistance and a New Jersey Department of Labor and Workforce Development Customized Training Grant, Ranger was able to change its operational structure to an 'empowered employee' make-to-order business. This change allowed Ranger to free up cash that had been invested in inventory and reinvest it in a better approach for satisfying the customers demand for just-in-time delivery for their products. As a result of NJMEP's assistance, Ranger consolidated its manufacturing to one facility, introduced a visually cued inventory system, and looked to its employees to suggest ways to improve the company's operations.

Results:

- * Increased sales by \$500,000.
- * Realized \$300,000 in cost savings.
- * Invested \$392,000 in capital improvements.
- * Reduced shipping time from 3 weeks to less than 5 days.
- * Reduced changeover time from 45 minutes to 10 minutes.
- * Created 10 jobs.
- * Retained 45 jobs.

Created 10 new jobs